ROU DETAIL

➡ ***New Partners Tracking Analysis/Selling Application - 'PTrack' Ver. 2.0***
No Input Required (AutoMagic)! Plus New Enhancements!

A new Excel-based software application has been developed to enable Field Sales Managers with NoteBook PC's to request 'Plan A' Direct Account Partners Tracking Data DownLoads. The new version replaces the previous RJR ToolKit application. This will be run inside the RJR ToolKit, replacing the previous version of Partners Tracking '96. It allows users to request specific Ship-To account data through AIM function T06, and generates a file which is sent back to the user via E-Mail. This file can then be automatically loaded into the PTrack application on the user's PC (locally) and creates a complete analysis & presentation tool (up to 7 printed pages). Please reference FSC-131-A for details and user instructions.

Program Contact: Marc Kruth, extension #0688

➡ ***WINSTON 2- and 3-Pack Discount Cards***
Effective immediately, current WINSTON 2- and 3-pack discount cards (Item #505349, 2-pack and #505352, 3-pack) will be unavailable for order (does not include state of Florida). These items are being redesigned. Revised cards will be available for shipment approximately August 26, 1996. New item numbers are: WINSTON 2-pack, #517991 and WINSTON 3-pack #517994. Please continue utilizing the discount cards you currently have in your possession until they are depleted or new cards are available.

Program Contacts: Lucinda Sheer, extension #2619
Dick Luongo, extension #6110

➡ ***Ad Slicks for Savings, Full Price & Private Label Brands***
As a reminder, all requests for ad slicks for savings, full-price and private label brands should be directed to **J'Lavern Designs**, an outside supplier for RJRT located in Winston-Salem, NC. Call or fax your requests to: 910/924-6113 (Telephone)
910/924-8330 (Fax)

When requesting ad slicks, give your ROU location number, name, "ship-to" address, telephone number, description of type(s) of slicks needed, number of ad slicks required, the quarter in which ad slicks will be used as well as the due date.

Program Contacts: Karen Hughes, extension #6593
Rick Evans, extension #6040

➡ ***SIS Account Change/Delete Audit***
Effective Monday, July 29, the SIS system has been changed to include an area for inserting a change message when account information is changed and a delete reason when an account is deleted from SIS. The change window will automatically be displayed when changing or deleting an account. Displayed in the window will be audit history of all account changes beginning with your next change. Each change will automatically display the logon-id of the person changing the account, the date the change is made, and the field being changed (the only fields updated in the window for change are contracts, segment, all wholesalers, VAP supplier number, retail rep territory, retail rep call class/frequency, sales rep territory, sales rep call class/frequency...all other field changes must be keyed manually). The change message or delete reason may be entered beginning from the cursor location in the window and their is no restriction on the length of the change message or delete reason.

The change message can be viewed at any time on the M31 standard account information screen by accessing the NOTES field on the screen and pressing enter of the PF6 Zoom Key. A deleted account message can also be viewed from the function 626 deleted account screen by pressing the PF6 Zoom key.

Program Contact: Chris Minner, extension #1642

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